

Heartland Multiple Listing Service

Activity Report

March 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	13	2	\$199,475	1	4	\$130,300	95.1%	45	0	0	2
Area 102	90	26	\$108,046	12	10	\$101,760	95.1%	92	0	2	2
Area 103	388	118	\$139,193	40	79	\$123,689	99.3%	103	2	14	13
Area 104	416	136	\$238,604	67	71	\$213,911	99.5%	102	5	7	21
Area 105	99	32	\$81,241	19	26	\$67,948	96.4%	66	0	3	2
Area 106	244	64	\$185,666	34	37	\$152,375	99.3%	67	1	9	8
Area 107	211	52	\$134,046	19	43	\$121,065	97.0%	118	0	5	16
Area 108	47	10	\$77,440	4	13	\$51,205	95.2%	185	0	4	0
Area 109	176	23	\$157,304	10	23	\$143,835	91.0%	107	1	4	9
Area 110	188	36	\$217,528	21	27	\$203,919	98.6%	74	0	3	8
Area 111	165	31	\$158,112	10	14	\$117,640	96.5%	118	2	6	10
Area 112	182	31	\$148,369	28	30	\$149,516	96.3%	90	0	4	2
Area 113	31	5	\$187,760	2	4	\$119,875	90.0%	107	0	1	0
Area 114	126	38	\$268,643	28	24	\$199,889	99.1%	106	1	7	7
Area 115	442	132	\$263,700	69	91	\$215,495	98.3%	103	3	17	14
Area 202	1,164	319	\$201,038	92	187	\$166,944	94.3%	120	5	46	46
Area 203	551	159	\$109,775	85	136	\$74,871	95.5%	83	3	29	23
Area 204	874	287	\$241,355	116	137	\$207,845	97.1%	105	4	33	34
Area 205	352	105	\$91,015	50	82	\$62,899	96.1%	98	2	14	14
Area 206	655	197	\$104,069	102	158	\$76,883	95.1%	120	1	21	27
Area 207	557	166	\$179,002	82	95	\$122,590	97.1%	82	4	10	25
Area 208	666	167	\$180,434	59	100	\$142,600	96.7%	118	2	21	25
Area 210	210	25	\$96,246	20	27	\$90,670	95.3%	158	3	8	6
Area 220	144	32	\$171,699	13	21	\$120,190	96.9%	66	0	2	2
Area 230	81	6	\$116,825	1	9	\$84,918	92.6%	66	2	5	5
Area 310	382	138	\$271,687	61	67	\$197,748	96.4%	90	2	11	25
Area 315	348	136	\$248,713	52	83	\$225,765	98.0%	91	0	6	18
Area 320	416	186	\$224,997	92	115	\$211,005	97.2%	64	2	11	25
Area 325	211	83	\$311,904	49	49	\$242,813	98.3%	84	3	7	8
Area 330	324	131	\$255,315	77	86	\$257,319	97.7%	101	2	7	10
Area 335	313	146	\$205,172	68	115	\$199,884	98.7%	81	1	9	19
Area 340	238	113	\$432,224	60	69	\$304,276	96.7%	61	0	6	11
Area 345	493	181	\$507,999	86	109	\$382,785	100.1%	82	4	8	20
Area 350	23	5	\$208,380	1	8	\$198,812	99.4%	148	0	3	2
Area 355	11	0		2	1	\$710,000	97.9%	117	0	0	0
Area 360	158	58	\$167,758	21	29	\$157,890	98.2%	111	1	7	6
Area 370	71	18	\$212,063	5	12	\$178,358	96.8%	172	0	3	2
Area 380	266	75	\$198,328	16	29	\$166,435	99.8%	143	2	17	18
Area 385	239	52	\$105,593	16	24	\$112,792	95.3%	120	6	12	9
Area 390	96	16	\$177,756	4	7	\$55,414	88.8%	95	1	3	10
Area 401	42	8	\$34,425	3	2	\$51,500	98.6%	0	0	1	1
Area 403	47	9	\$50,172	4	11	\$38,958	92.1%	76	0	3	1
Area 405	49	17	\$96,270	7	4	\$88,000	96.7%	55	3	4	0
Area 407	25	10	\$61,329	2	7	\$39,431	95.9%	29	0	2	2
Area 409	47	12	\$41,450	4	10	\$26,040	90.9%	64	0	4	1
Area 411	54	17	\$41,325	11	6	\$25,800	91.7%	113	0	2	3
Area 413	47	19	\$67,584	5	16	\$73,608	100.1%	69	0	4	4
Area 415	12	4	\$55,950	5	3	\$56,936	107.2%	35	0	0	1
Area 417	56	6	\$82,816	7	16	\$80,831	92.6%	148	0	2	5
Area 419	91	35	\$94,081	7	23	\$71,341	96.3%	71	1	6	4
Area 421	113	39	\$210,596	9	9	\$157,017	98.2%	72	0	3	4

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Area 423	73	21	\$144,716	8	15	\$110,226	95.9%	114	0	3	1
Area 425	199	47	\$243,574	17	16	\$159,754	98.6%	110	0	8	1
Area 427	308	98	\$159,009	31	37	\$139,193	95.9%	109	2	17	15
Area 440	59	9	\$143,833	6	3	\$114,166	95.3%	38	0	3	1
Area 450	172	47	\$213,713	24	31	\$171,716	97.9%	97	0	9	3
Area 997	1	0		0	0				0	0	0
Area 998	256	39	\$90,623	16	24	\$53,925	92.0%	95	2	10	15
Area 999	79	19	\$247,757	7	26	\$54,685	93.5%	78	0	6	3
	13,391	3,993	\$169,539	1,767	2,510	\$144,435	96.4%	94	73	472	569
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	691	56	\$410,455	4	6	\$158,250	90.2%	331	1	44	18
Lots & Land	5,046	348	\$168,424	67	78	\$137,338	91.2%	470	3	194	112
Multi-dwelling	357	64	\$148,500	25	28	\$96,158	91.3%	108	3	35	16
Total	6,094	468	\$242,460	96	112	\$130,582	90.9%	303	7	273	146
Grand Total	17,449	4,461	\$207,760	1,869	2,622	\$164,273	97.1%	104	80	745	715